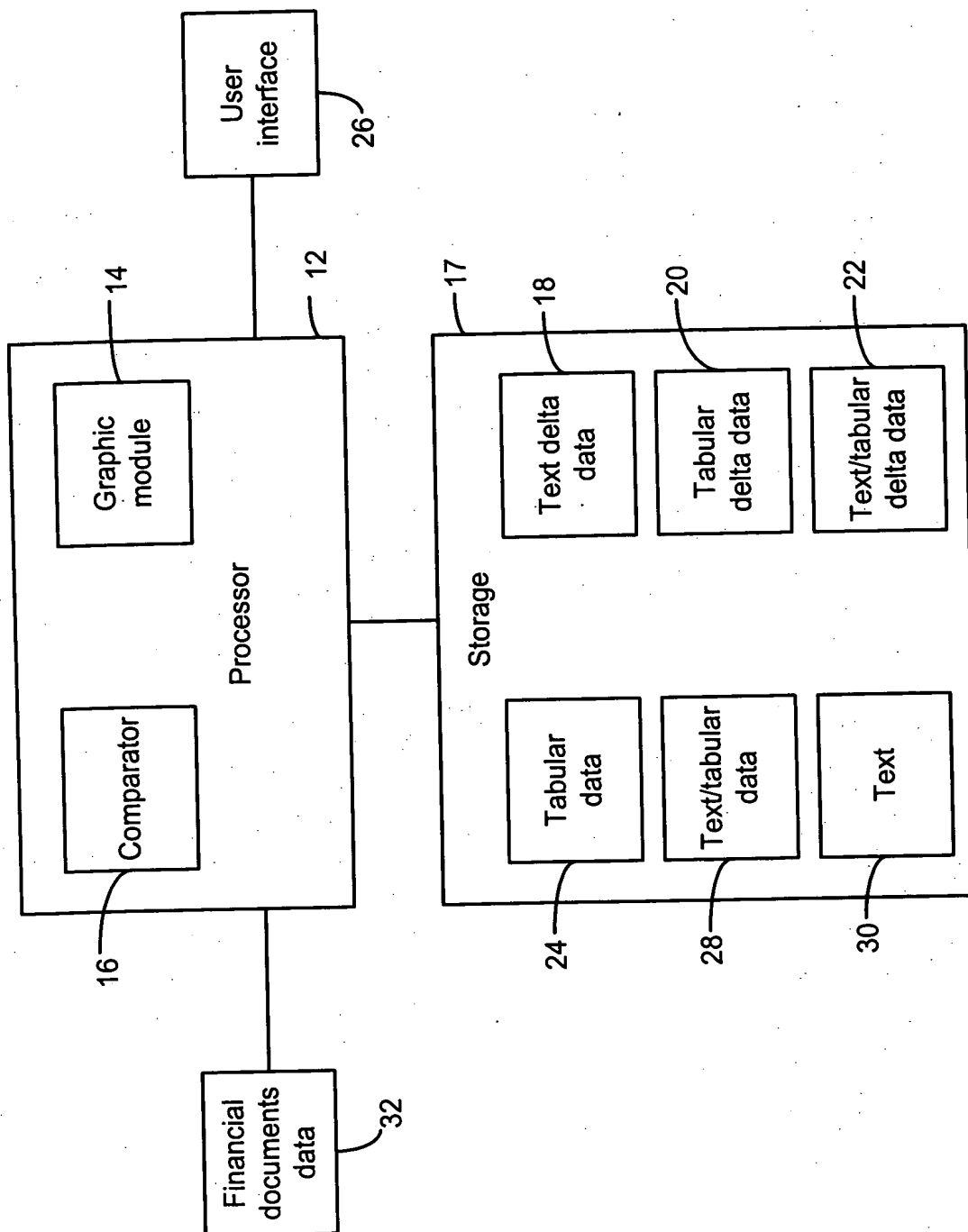


FIG. 1



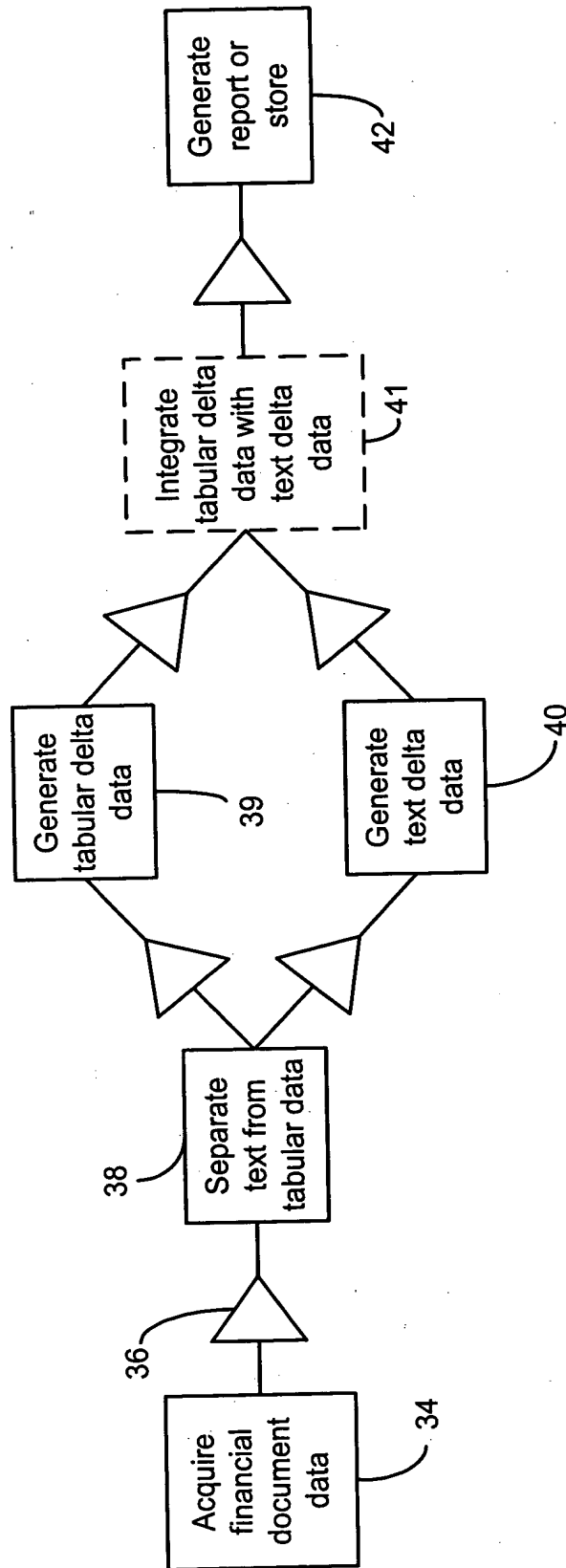


FIG. 2

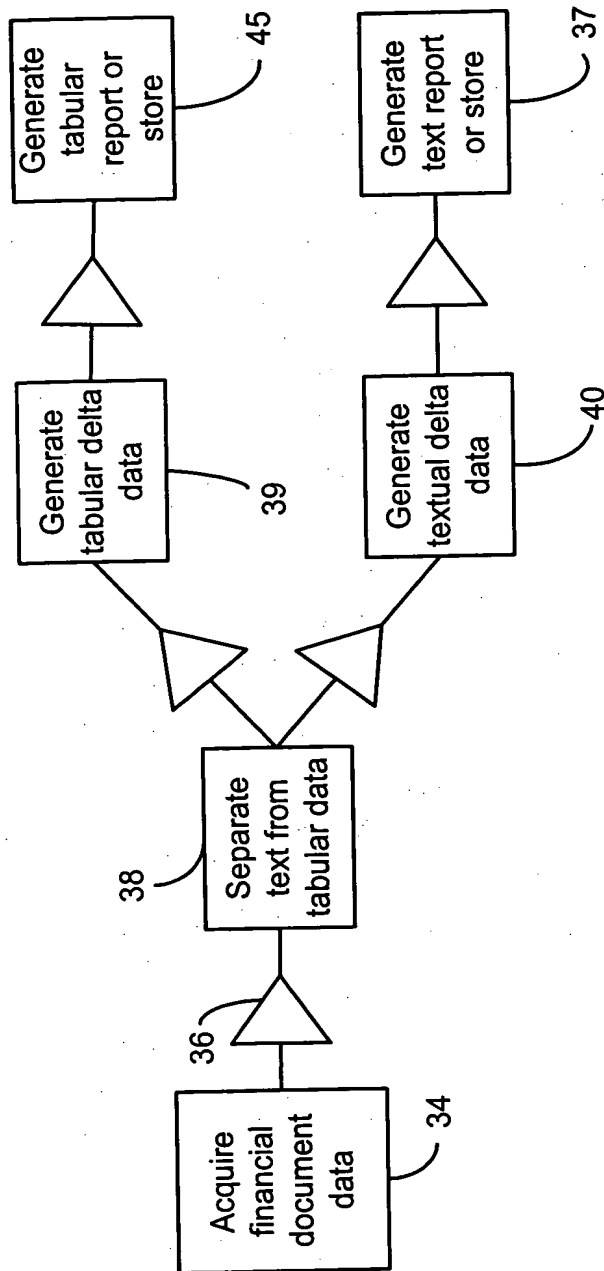
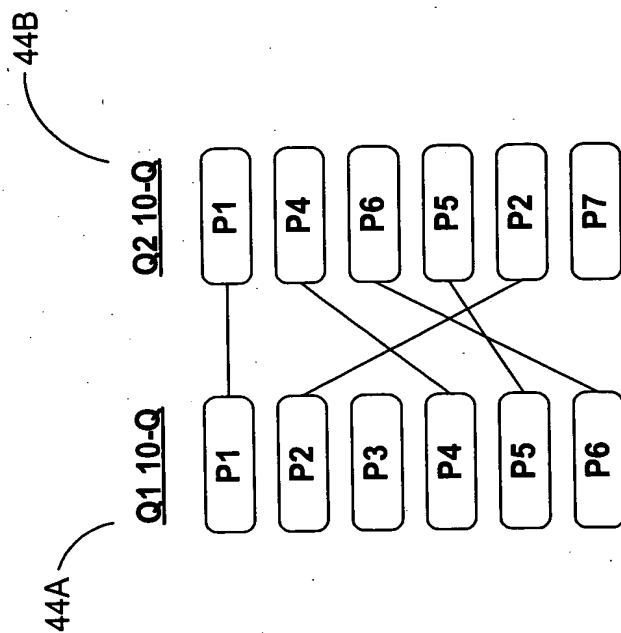


FIG. 3



Paragraph Matching

FIG. 4

FIGURE 5

FORM 10-Q Delta Report

Pfizer – Form 10Q for the quarterly period ended September 29, 2002	
10Q September 29, 2002	10Q June 30, 2002

DISCONTINUED OPERATIONS 46A

Income from discontinued operations, net of tax, of \$37 million in the first nine months of 2001 reflects the resolution of several post-closing matters associated with the divestiture in prior years of the Medical Technology Group and the Food Science Group.

FINANCIAL CONDITION, LIQUIDITY AND CAPITAL RESOURCES

Our net financial asset position was as follows:

[TABLE OMITTED: NET FINANCIAL ASSET POSITION]

Selected measures of liquidity and capital resources:

[TABLE OMITTED: SELECTED MEASURES OF LIQUIDITY AND CAPITAL RESOURCES]

The increase in working capital from December 31, 2001 to September 29, 2002 primarily reflects:

- cash from current period operations and long-term debt issuances

partially offset by:

- purchases of property, plant and equipment (\$1,259 million)

- purchases of our common stock (\$4,726 million)

- cash dividends on common stock (\$2,382 million)

The increase in shareholders' equity per common share is primarily due to net income in excess of dividends declared and/or paid.

46B

50

49

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purchases of property, plant and equipment (\$856 million)

purchases of long-term investments (\$1,338 million)

purchases of our common stock (\$1,996 million)

cash dividends on common stock (\$1,584 million)

The increase in shareholders' equity per common share is primarily due to growth in net income

LEGEND: ☒ = Changed text ☒ = Deleted text ☒ = Added text

CCBNStreetEvents<sup>SM</sup>

streetevents@ccbn.com

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www.streetevents.com

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## FIGURE 6

## FORM 10-Q Delta Report

Dell - Form 10Q Delta between the periods ended July 20, 2003 and September 20, 2002

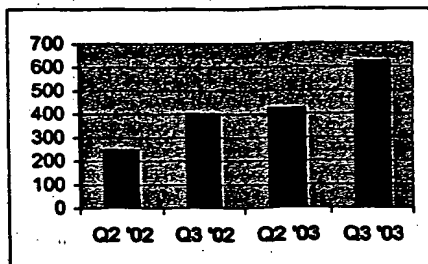
### NOTE 7 - TRANSACTIONS WITH LEASING AFFILIATES

☒<sup>3</sup> The Company is currently a partner in Dell Financial Services L.P. ("DFS"), a joint venture with CIT Group, Inc. ("CIT"). The joint venture allows the Company to provide customers with various financing alternatives and asset management services as a part of the total service package offered to the customer. CIT, as a financial services company, is the entity that finances the transaction between DFS and the customer.

The Company may sell equipment directly to customers who, in turn, enter into loads with DFS to finance their purchases. The Company recognized revenue on equipment sold to end-user customers which was financed with DFS installment loans in the amount of \$624 million and \$401 million during the third quarter of fiscal 2003 and fiscal 2002.

#### Revenue on equipment sold to end-user customer

SECOND QUARTER 2003	THIRD QUARTER 2003	\$ CHANGE	% CHANGE
SECOND QUARTER 2002	THIRD QUARTER 2002	\$ CHANGE	% CHANGE



54

52A

52B

Professional Services and Premier Enterprise Services). In addition, the Company continued the trend of increasing the portion of its research, development and engineering expenses on enterprise systems.

☒<sup>38</sup> Notebook computer unit shipments increase 26% from the same period in fiscal 2002 and 13% sequentially, compared to year-over-year industry growth of 11% (excluding the Company) for the third calendar quarter of 2002.

#### ITEM 3. Quantitative and Qualitative Disclosures About Market Risk

For a description of the Company's market risks, see "Item 7 - Management's Discussion and Analysis of Financial Condition and Results of Operations - Market Risk" in the Company's Annual Report on Form 10-K for the fiscal year ended February 1, 2002.

#### ITEM 4. Controls and Procedures

<sup>38</sup> Under the supervision and with the participation of the Company's management, including the Company's Chief Executive Officer and Chief Financial Officer, the Company has evaluated the effectiveness of the design and operation of its disclosure controls

☒<sup>3</sup> The company is currently a partner in Dell Financial Services L.P. ("DFS"), (through a series of transactions more fully described below, CIT Group, Inc. ("CIT") became the other venture partner in DFS. The joint venture brought together two parties with complementary interests: the Company wanted to enable sales of its products to customers who desired a financing option, and CIT wanted a steady source of originations for its financial services business.]

☒<sup>38</sup> In addition, the Company continues the trend of increasing the portion of its research, development and engineering expenses on enterprise systems (allowing the Company to remain competitive.)

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FIG. 7

DELTA TABLE EXAMPLE

DELTA TABLE EXAMPLE

In Millions of Dollars, Except Identifiable Assets in Billions	FIRST QUARTER						Mar. 31		Dec. 31			
	2003		2002		2003		2002		2003		2002	
	Total Revenues, Net of Interest Expense	Provision (Benefit) for Income Taxes	Income (Loss) from Continuing Operations Before Cumulative Effect of Accounting Change (1)	Identifiable Assets	Total Revenues, Net of Interest Expense	Provision (Benefit) for Income Taxes	Income (Loss) from Continuing Operations Before Cumulative Effect of Accounting Change (1)	Identifiable Assets	Total Revenues, Net of Interest Expense	Provision (Benefit) for Income Taxes	Income (Loss) from Continuing Operations Before Cumulative Effect of Accounting Change (1)	Identifiable Assets
Global Consumer	\$9,588	\$8,675	\$1,057	\$951	\$2,146	\$1,700	\$377	\$390	\$9,588	\$8,675	\$1,057	\$951
— Change vs 2002 10K	\$58	\$126	(\$162)	(\$120)	(\$91)	(\$189)	\$46	\$61	\$58	\$126	(\$162)	(\$120)
— Percent Change	0.61%	1.47%	-13.29%	-11.20%	-4.07%	-10.01%	13.90%	18.54%	0.61%	1.47%	-13.29%	-11.20%
Global Corporate and Investment Bank	5,402	5,487	627	586	1,431	1,176	601	558	5,402	5,487	627	586
Change vs 2002 10K	-843	-627	-25	-140	217	-113	31	16	-843	-627	-25	-140
Percent Change	-13.50%	-10.26%	-3.83%	-19.28%	17.87%	-8.77%	5.44%	2.95%	-13.50%	-10.26%	-3.83%	-19.28%
Private Client Services	1,327	1,507	97	125	157	217	13	13	1,327	1,507	97	125
Change vs 2002 10K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change	-	-	-	-	-	-	-	-	-	-	-	-
Global Investment Management	1,994	1,911	136	198	466	424	118	112	1,994	1,911	136	198
Change vs 2002 10K	-9	27	-57	9	30	52	12	9	-9	27	-57	9
Percent Change	-0.45%	1.43%	-29.53%	4.76%	6.88%	13.98%	11.32%	8.74%	-0.45%	1.43%	-29.53%	4.76%
Proprietary Investment Activities	94	111	8	25	-	35	9	9	94	111	8	25
Change vs 2002 10K	365	373	112	128	237	220	0	0	365	373	112	128
Percent Change	134.69%	142.37%	107.69%	124.27%	100.00%	118.92%	0.00%	0.00%	134.69%	142.37%	107.69%	124.27%
Corporate/Other	131	107	-6	-6	-97	-68	-19	15	131	107	-6	-6
Change vs 2002 10K	-6	194	56	106	-153	62	-35	3	-6	194	56	106
Percent Change	-4.38%	222.99%	-90.32%	-94.64%	-273.21%	-47.69%	-218.75%	25.00%	-4.38%	222.99%	-90.32%	-94.64%
TOTAL	\$18,536	\$17,798	\$1,919	\$1,879	\$4,103	\$3,484	\$1,137	\$1,097	\$18,536	\$17,798	\$1,919	\$1,879
Change vs 2002 10K	\$892	\$1,600	\$21	\$108	\$397	\$249	\$105	\$102	\$892	\$1,600	\$21	\$108
Percent Change	5.06%	9.88%	1.11%	6.10%	10.71%	7.70%	10.17%	10.25%	5.06%	9.88%	1.11%	6.10%

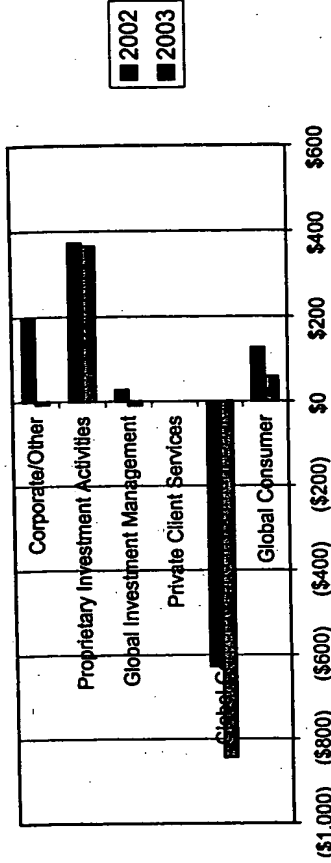
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# DELTA GRAPH EXAMPLES

Total Revenues Net of Interest Expense  
Change vs 2002 10K

	2003	2002
Global Consumer	\$58	\$126
Global Corporate and Investment Bank	-843	-627
Private Client Services	-9	27
Global Investment Management	365	373
Proprietary Investment Activities	-6	194
Corporate/Other		

Total Revenues Net of Interest Expense  
Change vs 2002 10K



Total Revenues Net of Interest Expense  
Percent Change vs 2002 10K

	2003	2002
Global Consumer	0.61%	1.47%
Global Corporate and Investment Bank	-13.50%	-10.26%
Private Client Services	-0.45%	1.43%
Global Investment Management	134.69%	142.37%
Proprietary Investment Activities	-4.38%	222.99%
Corporate/Other		

Total Revenues Net of Interest Expense  
Percent Change vs 2002 10K

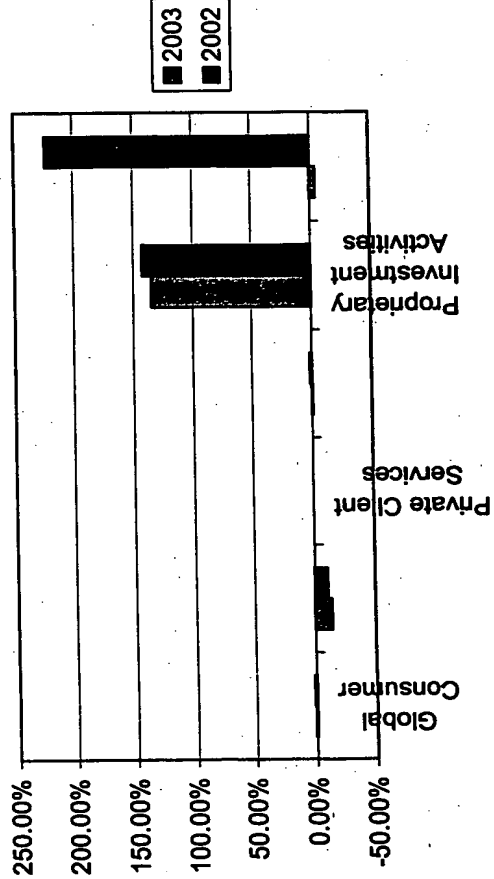




FIG. 9

<p><b>\$1,000,000's (modify: NR 0000950117-03-003583 0006)</b> — 64</p>									
	<p><u>Nine months ended June 30, 2003</u></p>		<p>Sept 30, 2002 Sept 30, 2002</p>		<p>Revisions to prior year plans Revisions to prior year plans</p>		<p>Net Charge/ Net Charge/</p>		<p>72 — Six months ended— March 31, 2003</p>
	charge	Reserve	Reserve	charge	charge	reversal	(reversal)	Deductions	
Employee separations	18	104	367	106	(182)	(58)	(205)	48	
Employee separations			367	17	(144)	(109)	(139)		
			0(0.0%)	93(547.1%)	-38.0(26.4%)	52(-47.3%)	-86.0(47.5%)		
Contract settlements	17	54	150	21	(51)	(13)	(83)	47	
Contract settlements			150	17	(39)	(5)	(70)		
			0(0.0%)	4.0(23.5%)	-12(30.8%)	-5(100.09%)	-13(18.6%)		
Facility closings	0	395	483	49	(37)	12	(100)	0	
Facility closings			483	49	(37)	12	(68)		
			0(0.0%)				-32(47.1%)		
Other	1	20	69	5	(9)	(3)	(46)	4	
Other			69	5	(5)	1	(8)		
			0(0.0%)		-4(80.0%)	-4(-400.0%)	-4(-1500.0%)		
Total restructuring costs	36	573	1,069	181	(279)	(62)	(434)	36	
Total restructuring costs			1,069	88	(225)	(101)	(285) (a)		
			0(0.0%)	92(104.5%)	-54.0(24.0%)	38(-38.0%)	-149(62.3%)		
Total asset write-downs	5		43	(128)	(80)			6	
Total asset write-downs			38	(98)	(55) (b)				
			5.0(13.2%)	-32(32.7%)	-25(45.5%)				
Total business restructuring charges (reversals) and asset impairments, net	41		224	(407)	(142) (a)	70			
Total net charge (reversal) of business restructuring	66							44	
				426	(323)	(456) (c)			

Bold = Additions Data  
Strike Through = Deleted Data  
Underlined = Substitutions Data

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